







INTERNATIONAL Herald Tribune

Hatred and Violence

It was 70 years ago that Ku Klux Klan legions swept into the tiny all-black town of Rosewood in northern Florida and wiped it off the map. People who came back found that all but one building had been burned down and birds were circling because all the leaves were gone from the trees.

Bush in High Gear

The George Bush who flew to Somalia has plainly snapped out of his post-election blues. He is charging toward the Jan. 20 finish line. After spending New Year's Day with the troops in Somalia, he was heading for Moscow to sign the monumental START treaty.

Saddam Keeps Scheming

Iraq sent up aircraft the other day in a first testing to see whether the allies would enforce the no-flight ban they had imposed under United Nations authority to keep Saddam Hussein from attacking his southern Shiite population.

Try Again in Brazil

Brazil has a new president, sworn in last Tuesday after scandal drove out his predecessor. But the country continues to drift without decisive political or economic leadership.

To Deter, the United Nations Has to Fight

By Flora Lewis

PARIS — Slowly, painfully, major Western powers are coming to recognize that "protecting humanitarian aid" in Bosnia will not stop the killing and will not stop the war from spreading through the Balkans.

moral, political and economic suasion will not stop them nor produce a settlement. There is no question that the "no-fly" zone will be no deterrent so long as the Security Council keeps it a UN "no-shoot" zone.

Now there is no doubt. Since September, but only then, a Ukrainian unit with fire-tracking equipment has arrived to pinpoint the source of attacks. The United Nations did not bring such equipment.

done much more, and still could. Modern weapons could quickly knock out Serbia's supplies of gasoline and gas.

Bush Gets Serious About Serbia None Too Soon

By Anthony Lewis

WASHINGTON — U.S. policy toward Yugoslavia has taken a crucial turn. President George Bush has warned Serbian leaders that if they extend their Bosnian onslaught to the mainly Albanian province of Kosovo, the United States will intervene.

many millions left peacefully in their homes instead of becoming refugees. Suppose Mr. Bush had sent a similar message when the Serbs bombed the ancient Croatian city of Dubrovnik 14 months ago.

Arming the Bosnians Is the Next Step

SUCCESS seems to feed the Serbian appetite. Slobodan Milosevic and his supporters in Bosnia are bent on continuing their genocidal war until they achieve the destruction of Bosnia and its non-Serb inhabitants.

Or suppose Mr. Bush had shown such determination when the Serbs, 11 months ago, began their siege of Sarajevo. Suppose he had told Mr. Milosevic and his Serbian puppets in Bosnia to stop their assault or face American bombs.

The ZBM Solution: Get Rid of All Ballistic Missiles

By Alton Frye

WASHINGTON — The past week's breakthrough agreements in the strategic arms reductions talks does more than commit America and Russia to cut nuclear forces to 3,000 to 3,500 warheads each.

Eliminating ballistic missiles under verified procedures could make a limited program of defenses more tolerable for its opponents and more doable for its advocates.

Technically, a prohibition of testing and deployment of ballistic missiles would be far more verifiable than many limits on nuclear proliferation.

Recent breakthroughs in superpower arms control have already brought matching steps by others: France abandoned its main "pre-strategic" missile program.

Tailoring A U.S. Role At the UN

By Leslie H. Gelb

NEW YORK — Can't work with the United States, can't work without it. That is the dilemma Secretary-General Butros Butros Ghali faces as he grapples with America's role in UN peacekeeping and peace-making operations since the Cold War's end.

Although the Americans were to operate on their own and out through the UN chain of command, Mr. Bush asked for permission to use the UN flag, Mr. Butros Ghali refused.

Relations with the United States have often proved so touchy that Mr. Butros Ghali prefers to talk about cases where Washington's role has not been so prominent.

Instead he wants member nations to "mark certain forces" for UN use. He hopes that "at a minimum" the United States will provide logistical support under UN command.

He then came to his punch line: "My message is that it is in the interest of the United States to preserve the identity and the minimum credibility of the United Nations. Otherwise, you must be prepared to be the policeman of the world — with all those advantages and disadvantages."



JANZIGER The Christian Science Monitor Los Angeles Times Syndicate

INTERNATIONAL HERALD TRIBUNE KATHARINE GRAHAM, ARTHUR OCHS SULZBERGER Co-Chairmen LEE W. HUBNER, Publisher JOHN VINCIGU...

IN OUR PAGES: 100, 75 AND 50 YEARS AGO

1893: Battle in Mexico NEW ORLEANS — According to a telegram from Nuevo Laredo 150 outlaws attacked eight Mexican cavalrymen, just to the north of that place, on Friday last.

1943: Teacher Problems NEW YORK — [From our New York edition:] I rked at statements by teachers' groups that more experienced teachers are needed in public schools.

1918: War at New Year WASHINGTON — Mr. Newton D. Baker, Secretary of War, said in his summary of the war: "The New Year finds the British dominating the plain of Flanders. A wide breach has been made in the enemy's main line of defense opposite Cambrai.

Handwritten notes and signatures on the right edge of the page, including 'Newman Pa', 'Sarging Fr', 'Vote', and 'ANITA'.

ing Role UN

Gelb

in't work with... can't work... (Continued from page 1)

3 Kenyan Parties, Charging Fraud, Reject Vote Result

By Todd Shields

NAIROBI — The main opposition parties, collectively outpacing President Daniel arap Moi but losing the presidential race to him, said Friday that they would reject results from Kenya's first multiparty elections in 26 years.



A CITY OFF LIMITS — An Israeli soldier preventing a Palestinian from entering Jerusalem on Friday. Israel, fearing a terrorist attack, declared Jerusalem off limits to West Bank Palestinians.

10 Deportees May Return Sunday

MARJ AZ ZOHOOR, Lebanon — The International Committee of the Red Cross said Friday it was seeking to arrange for 10 Palestinians wrongly expelled by Israel to return home Sunday.

High Stakes for UN in Bosnia

By Paul Lewis

SPLIT, Croatia — By rejecting an offer from the United Nations to mediate between the warring sides in Bosnia, Secretary-General Butros Butros Ghali has raised the stakes for his organization in its efforts to resolve the war in Bosnia-Herzegovina.

NEWS ANALYSIS

Council would not send a peace-keeping force to Bosnia just because it authorized American soldiers to enforce delivery of humanitarian supplies in Somalia.

TRAMPLE: Inquiry Ordered

(Continued from page 1)

in less than a year. In February, during the Lunar New Year, 24 Vietnamese were burned alive during a riot at a refugee camp in the rural New Territories.

Timothy Healy, Jesuit Priest, Dies at 69

By Frank J. Priol

The Reverend Timothy S. Healy, 69, a Jesuit priest who straddled the religious and secular life in a career that included the presidency of Georgetown University and finally leadership of the New York Public Library, collapsed and died of a heart attack Wednesday at Newark airport.

cliff Manor, New York. He was instrumental in the planning and execution of the East Wing of the National Gallery in Washington and the West Wing of the Museum of Fine Arts in Boston. For the last 10 years, much of his work was devoted to the modernization of the Louvre Museum in Paris.

For Yeltsin, a Test Of His Leadership

By Michael Dobbs

MOSCOW — The international debate over whether to intervene militarily in Bosnia-Herzegovina is shaping up as an important test of President Boris N. Yeltsin's ability to control Russian foreign policy following a series of domestic political setbacks.

A Low in Japan's Birthrate

By [Name]

TOKYO — Japan's birthrate and rate of population growth hit post-World War II lows in 1992, according to government estimates, with data through October indicating that population would grow by only 359,000 in the year.

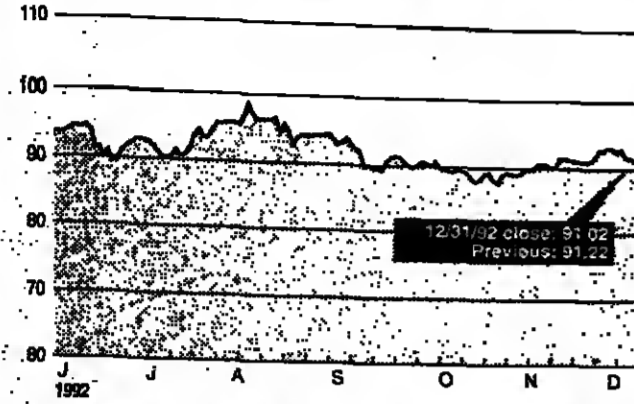
INTERNATIONAL CLASSIFIED. A large section containing various advertisements for real estate, moving services, legal services, and employment opportunities. Includes sub-sections like 'REAL ESTATE FOR SALE', 'MOVING', 'LEGAL SERVICES', and 'EMPLOYMENT'.





THE TRIB INDEX: 91.02

International Herald Tribune World Stock Index, composed of 230 internationally investable stocks from 20 countries...



The index tracks U.S. dollar values of stocks in Tokyo, New York, London, and Australia...

Table with columns for Asia/Pacific, Europe, and N. America

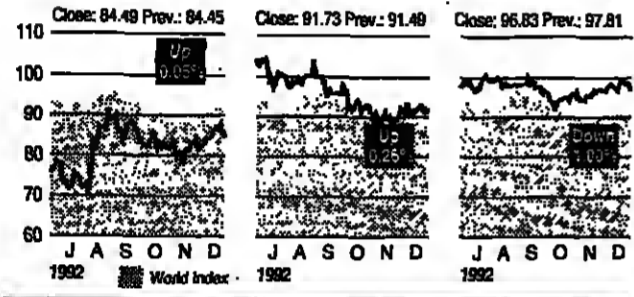


Table with columns for Industrial Sectors: Energy, Utilities, Finance, Services, Capital Goods, Raw Materials, Consumer Goods, Miscellaneous

Ukraine Reformer Dodges Pitfalls

By Chrystia Freeland Washington Post Service KIEV — In the corridors of Kiev's intimidating, granite cabinet building, Leonid Kuchma...

Russia's recently ousted prime minister, Yegor T. Gaidar, launched his reforms nearly a year ago...

Leonid Kuchma intends to avoid Gaidar's fate by restructuring industry, not just monetary policies.

package of belt-tightening stabilization measures to bring inflation down. He wants to reduce the figure from 30 percent a month to between 5 and 6 percent a month...

However, Mr. Kuchma believes that in tandem with economic stabilization the government must guide a painstaking restructuring of the Ukrainian economy...

by changing monetary policies, Mr. Kuchma said, "but if the economy does not begin to work from below, if the enterprises do not begin to work, then that will never yield any real results..."

In practice, Mr. Kuchma's emphasis on restructuring means an effort to spur privatization — which has made little headway in Ukraine...

To speed privatization, Mr. Kuchma's government is drafting a decree that would turn a portion of Ukraine's rich agricultural lands over to private owners...

For those enterprises that do not fit Mr. Kuchma's own policies, the prime minister has a draconian solution — fire the management and auction off the factory.

The big question is whether Mr. Kuchma, now riding a wave of popular support, will have the muscle to push through his reforms once austerity measures begin to bite in the new year...

Japan Party Set To Lobby Harder On U.S. Trade

By Stuart Auerbach Washington Post Service WASHINGTON — Japan's governing Liberal Democratic Party, fearful that the U.S. government will take a tough stance against Japan on trade matters...

around Washington and arrange meetings with high administration officials and opinion makers. Japan's Asahi Shimbun reported Thursday that the aim of the party's lobbying office would be to establish contacts with Clinton officials...

After 12 years of friendly ties with the Reagan and Bush administrations, Japanese officials are concerned that President-elect Clinton's trade and economic policies will hurt its interests...

The Japanese officials are fearful of efforts to collect more taxes from Japanese companies operating in the United States...

Brazil's New Chief Pulls Back From Open Market

By Nathaniel C. Nash New York Times Service BRASILIA — Brazil's new president, Itamar Franco, has unveiled an economic program that is likely to slow the country's move toward open, deregulated markets...

Although Mr. Haddad said that other elements of the program would include reducing government deficits, mainly through privatizations, improved tax collections and a new tax on businesses...

that for a period of time many workers are displaced and countries need an inflow of foreign investments to stimulate jobs. This tests the political popularity of government leaders and their commitment to such strict economic policies...

There was little reaction to the package since it was announced on New Year's Eve, a day when most of the country has left for the beach to mark the beginning of summer...

Concern for Brazil's 60 million desperately poor by Mr. Franco, who assumed office last week after corruption charges forced the resignation of Fernando Collor de Mello, was prominent in the economic program...

In the past three years, governments in the region have adopted new economic programs based on slashing state spending, reducing government work forces, opening markets, freeing trade, balancing budgets and controlling inflation...

Many economists argue that although countries can learn to live with high inflation, rates by indexing wages and prices, the very poor are hit hardest by constantly rising prices, while the rich and middle class tend to find ways to offset most of inflation's effects...

The government announced that it would honor all external debt obligations to international lending organizations, such as the International Monetary Fund, as well as all obligations to international commercial banks...

The fight against inflation, which has been running about 25 percent a month, or almost 1,500 percent a year, was clearly given a second priority by Paulo Haddad, planning minister and acting economy minister. "We are aiming for selective economic development that will generate 2 million jobs a year without forgetting to fight inflation," said Mr. Haddad...

Most of the economic package had been anticipated by Brazilian economists before its release. Still, many worried that it marked the return to state protection of industry and more closed markets.

The official unemployment rate is 15.5 percent, but actual unemployment and underemployment affects more than half the work force. "The society has suffered with wage and price freezes, confiscated bank accounts and the bubble of hope has been burst," said Mr. Haddad...

Fundamental to the plan will be an attempt to give a quick lift to the economy. During the two-year recession, real income has fallen by 10 percent. Labor Minister Walter Barello said Wednesday that the government planned a \$1.5 billion spending program to repair roads throughout the country over the next six months...

ECONOMIC SCENE

Clinton's First Challenger? The Big Deficit Dragon

By Sylvia Nasar New York Times Service NEW YORK — Bill Clinton has picked his way through the political thicket and is on the verge of reclaiming Camelot. But to retain the loyalty of his subjects over the next four years, he will have to fight the dragon that has been breathing fire on his predecessors: the \$300 billion federal deficit.

The administration will have to find \$100 billion more in cuts and tax increases.

The challenge looks more and more daunting, as Mr. Clinton emphasized at the Little Rock economic teach-in two weeks ago. The Congressional Budget Office has reassessed long-term deficit prospects three times since the last attempt to deal with the monster, the October 1990 budget deal. Each time, the results looked more threatening.

The latest estimates, published in August but apparently ignored by Mr. Clinton until recently, set off what Time magazine called the "first political crisis" of the Clinton presidency by implying that the new administration would have to find \$100 billion more in cuts and tax increases than the president-elect had planned on.

IBM's Woes, 'In Perspective' Ad Campaign Purveys a Brighter Image

By John Markoff New York Times Service NEW YORK — Stung by critical press accounts of the most difficult business year in its history, IBM is running advertisements that try to communicate directly to its customers the company's self-image as a leader, more responsive computer giant.

The advertisement consists of a page of text and the IBM logo, and it emphasizes the company's accomplishments this year. It states that IBM has been reshaping itself for several years, shifting the balance of its business from hardware to software and services.

But the decision to try to shore up the company's image in the midst of its greatest crisis has been greeted skeptically by some long-time IBM-watchers, who say the ad campaign doesn't address the company's fundamental problems.

IBM's advertising campaign appears to reflect the sensitivity of the company's top managers to reports suggesting that the company's vaunted technology leadership has lost some of its effectiveness.

The ad campaign follows a grim announcement on Dec. 15 that IBM will probably report its biggest loss in history for 1992, will scale back employment by 25,000 in 1993 and will trim \$1 billion from both development and overhead spending.

The bleak forecast proved a catastrophe for shareholders, whose holdings lost more than \$5 billion in market value as IBM's stock plunged \$11 in the two days after the announcement. The stock was the most active on the New York Stock Exchange on Thursday, rising 25 cents to close at \$50.375.

Japan Wins Round In Flat Screen Fight

By Daniel Southerland and Stuart Auerbach Washington Post Service WASHINGTON — A federal court decision in a trade battle over imported Japanese computer display screens represents an interim victory for U.S. computer makers.

At issue are import tariffs as high as 62.7 percent on Japanese display screens that the Commerce Department imposed in September 1991. The ITC had ruled then that U.S. producers of all types of flat panel displays were injured by Japanese companies selling the screens in the United States at prices sharply below what it cost to make them.

In its ruling this week, the U.S. Court of International Trade sided with the computer makers, who depend on Japanese suppliers of the thin electronic screens. The ruling went against U.S. makers of the screens, who had won protective duties against the Japanese even though most of the American companies are not yet making commercially viable products.

The duties had been sought by a group of fledgling U.S. producers of the electronic screens. With one exception, however, these companies have yet to produce commercially viable products.

The court's decision on Tuesday fell short of a final victory for the computer makers because more rulings are expected both from the ITC and the Commerce Department. In the meantime, the duties will remain in place.

Such computer makers as International Business Machines Corp., Apple Computer Inc. and Compaq Computer Corp. argued that the tariffs would drive up the price of U.S. computers and force them to move some production overseas. "We're pleased with the court's decision," said Joseph Tasker Jr., director of federal regulatory affairs for Compaq, after the ruling. "We believed that the ITC made the wrong decision, and we think the court's decision confirms that."

Major Sees Recovery In Britain

Compiled by Our Staff From Dispatches LONDON — Prime Minister John Major said Friday that Britain would see steady, if unspectacular, recovery from recession this year after a "miserable" 1992.

"Recovery, I think, will be clear this year," Mr. Major told BBC radio. "I don't predict a sudden, bounding, huge recovery. What I want is a sound, steady, stable recovery that we can build on in the years ahead."

He reaffirmed that he had no plans to dismiss the much-criticized chancellor of the Exchequer, Norman Lamont, who presided over record unemployment and bankruptcies and a currency crisis in 1992.

For his part, Mr. Lamont told the Times newspaper that he expected 1993 to be "much better" for the economy than last year, and that "recent evidence" on the economy had been "encouraging."

"There is every reason to believe that 1993 will be much better than 1992," Mr. Lamont said. "I would not be surprised if trends in the British economy were better than in some of our European competitors."

CURRENCY & INTEREST RATES

Table with columns for Cross Rates, Eurocurrency Deposits, Key Money Rates, and Forward Rates

CURRENCY & INTEREST RATES

Table with columns for Eurocurrency Deposits, Key Money Rates, and Forward Rates

Qatar Hopes for \$2 Rise in Oil Price

The Associated Press DOHA, Qatar — Oil prices could gradually increase by \$2 a barrel if members of the Organization of Petroleum Exporting Countries abide by their new production accord, Qatar's oil minister was quoted as saying Friday, the day the agreement came into effect.

The minister, Abdullah bin Hamad al Atiyah, estimated that demand for OPEC crude oil in the first quarter of the year would be 25.3 million barrels a day. The cartel has set an aggregate production ceiling of 24.9 million barrels per day for January through March.

Mr. Atiyah said: "It is therefore expected that if OPEC adheres to the latest agreement, to which all members have affirmed commitment, then the trend for a gradual increase in oil prices will set in to reach reasonable levels, with an increase in current world prices that may reach \$2 dollars a barrel."

The minister included in the ceiling figure the 318,000 barrels a day produced by Ecuador. That country pulled out of OPEC as the min-

isterial council wound up its meetings in November in Vienna. Quoting the oil minister's remarks, the Qatar News Agency said that the first week of the new year would be the real test of the credibility of OPEC.

Overproduction by OPEC member states led to a glut on the world oil market that sent prices sliding in recent months, after they had almost hit the \$21 dollar-a-barrel level the cartel has sought. Brent Blend, the international benchmark crude, edged up 2 cents in London on Thursday to \$18.29 a barrel for February delivery.

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MARKET DIARY

Wall Street Posts A 2d Winning Year

By Tom Petruo
Los Angeles Times Service
NEW YORK — Wall Street closed the books on a second straight winning year as 1992 ended as it began — riding a boom in small-company stocks.

Wary of aging blue chips but still desperate for better alternatives to 3 percent money-market returns, investors turned to stocks of small and medium-sized companies and were well-rewarded.

But many analysts warned that the "Clinton rally" of recent months had stretched too far and...

The Nasdaq composite index of 4,000 mostly small stocks jumped 5.10 points Thursday to end 1992 at a record 676.95.

NY Stocks
That stocks were vulnerable to a pullback.
"We're getting too confident, too exuberant," said Richard McCabe, manager of market analysis at Merrill Lynch & Co.

Overall investor optimism, however, has now reached giddy heights, analysts said. The American Association of Individual Investors' weekly poll of members shows 60 percent to be bullish, a level that usually heralds a near-term peak in stocks.

The Dow Jones industrial average closed Thursday at 3,301.11, down 19.99 points for the day, but up 132.28 points, or 4.2 percent, for the year.

The Standard & Poor's mid-cap index, which covers 400 companies considered midrange in size, leaped 9.3 percent in 1992, to finish at 160.56, double the 4.5 percent return of the S&P 500 index, which ended at 435.71.

Yet the Dow, which jumped 20.3 percent in 1991, was more of a footnote than a benchmark in 1992, depressed by such deeply troubled stocks as IBM and General Motors. At IBM's end, the Dow was off 3.3 percent from its all-time high of 3,413.21, set June 1.

Among other smaller-company stock indexes, only the American Stock Exchange market value index disappointed. Up just 1.1 percent for the year, at 399.23, it was held back by the poor performance of many energy and mineral stocks.

Dollar Heads Into '93 With Bright Outlook

Bloomberg Business News
NEW YORK — The dollar closed out 1992 on an upbeat note amid traders' expectations that its fortunes would be bright in the new year as the U.S. economy continues to improve.

The dollar finished at 1.6206 DM, up from 1.6163 at the close Wednesday, and at 124.83 yen, up from 124.60.

Also favoring the dollar was the belief that the recession in Germany would prompt the Bundesbank to cut its high interest rates sooner rather than later, taking the shine off the Deutsche mark.

She said she believed that once the dollar advanced beyond its recent high of 1.6235 DM, it would bound rapidly toward 1.6875 DM.

German rates are more than 5 percentage points higher than those in the United States. In very light trading Thursday,

and more older Americans need them. The third, less obvious, factor is the congressional agency's expectation that the economy is capable of only very slow growth over the long run, just 2 percent a year. The budget office has been getting gloomier about growth prospects, and since the budget deal it has lowered its five-year forecast by about half a percentage point a year.

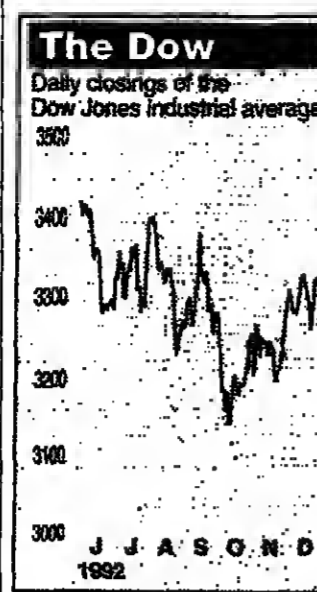


Table titled 'Dow Jones Averages' showing Open, High, Low, Last, and Chg. for various indices including Industrials, Utilities, and Comp.

Table titled 'NYSE Most Active' listing stock symbols, volume, and price changes for various companies.

Table titled 'NYSE Diary' listing stock symbols, volume, and price changes for various companies.

Table titled 'NASDAQ Diary' listing stock symbols, volume, and price changes for various companies.

Table titled 'Dow Jones Averages' with columns for Class, High, Low, Prev. Close, and Chg.

Table titled 'Standard & Poor's Indexes' with columns for High, Low, Close, and Chg. for various sectors.

Table titled 'NYSE Most Active' with columns for Vol., High, Low, Last, and Chg.

Table titled 'NYSE Diary' with columns for Vol., High, Low, Last, and Chg.

Table titled 'NASDAQ Diary' with columns for Vol., High, Low, Last, and Chg.

Table titled 'EUROPEAN FUTURES' listing various futures contracts and their prices.

Table titled 'Spot Commodities' listing various commodities and their prices.

Table titled 'Dividends' listing various stocks and their dividend information.

Mergers Pick Up In U.S.

Compiled by Our Staff From Dispatches
NEW YORK — Merger activity in the United States accelerated in the final quarter of 1992 although the dollar volume of deals declined 10 percent for the year, according to new statistics.

Securities Data Corp. said Thursday that there were 1,377 deals valued at a combined \$36.9 billion in the fourth quarter. It was the highest level in more than a year, and up 27 percent from the 1,355 deals that carried a price tag of \$28.4 billion in the previous quarter.

For the year, volume totaled \$123.9 billion in 5,153 deals, compared with 5,128 deals worth \$173.7 billion in 1991.

In a separate report, Securities Data said lower interest rates and a solid U.S. stock market enabled underwriters to raise a record of more than \$85 billion in debt and equity in the United States and more than \$1 trillion worldwide.

New Signs of an Improved Outlook

WASHINGTON (Combined Dispatches) — First-time claims for unemployment benefits tumbled 28,000 in the most recent four-week reporting period, Labor Department figures indicated.

A separate report Thursday showed that new orders for factory goods fell 0.9 percent in November. But the data left analysts untroubled, since figures published earlier on durable goods indicated that there was a big drop in aircraft orders, which tend to move erratically.

Meanwhile, a report by the National Association of Purchasing Management showed strength in orders for new business, import orders, export orders and production as the manufacturing sector grew in December for the third straight month. The group's index rose to 55.9 percent last month, up from 55 in November.

The 1993 production forecast released Thursday by Ward's Automotive Reports and DRI McGraw-Hill calls for lesser growth, however, than the estimated 4.7 percent increase in output in 1992.

Slower Rise Expected for Auto Output

DETROIT (AFP) — U.S. automobile production, including light trucks, will rise 8.6 percent in 1993 to 10.26 million units, two industry publications predicted.

The 1993 production forecast released Thursday by Ward's Automotive Reports and DRI McGraw-Hill calls for lesser growth, however, than the estimated 4.7 percent increase in output in 1992.

Foreign automobile makers' U.S. plants are expected to produce 1.98 million vehicles next year, 17.4 percent more than in 1992. General Motors Corp., Ford Motor Co. and Chrysler Corp. are expected to increase production to 8.29 million units, 6.7 percent over 1992.

Overseas, however, merger activity was on the decline. Global merger volume totaled \$296.8 billion.

DEFICIT: The Untamed Monster Looms as Clinton's First Challenger

(Continued from first finance page)
1997, about the same as last year's and about 4 percent of gross domestic product, but heading higher. That would mean that the deficit would be gobbling up about as much as American households save in a given year.

What is making this monster look so much more threatening now than it did two years ago, a year ago, six months ago? Three things, the first of which is transitory. Delays in the savings and loan cleanup are pushing spending that would have taken place this year or next into the mid-1990s.

In the past, the office's long-term forecasts have erred on the side of optimism. But in this case, there is a chance that the numbers are too bearish. In settling on 2 percent as the economy's growth potential, the office assumes that the work force will grow about 1 percent a year. It also assumes that output per worker will grow just under 1 percent.

There is a possibility that productivity could grow a lot faster in the long run. Productivity growth has been strong recently, and some economists are starting to wonder whether this is the beginning of a new trend rather than the usual catch-up in the early stages of an expansion to make up for over-inflating and sloppy management that crop up at the end of long expansions.

KUCHMA: Ukraine Reformer Tries to Dodge Traps Russia Fell Into

(Continued from first finance page)
sions that he will maintain the support of the factory bosses, who had backed one of their own for prime minister.

Mr. Kuchma said. "But when I walked around Rome and saw all of these free people and saw all of these faces, I realized that no one needed me or my rockets."

The prime minister describes his turning point — a visit to Italy in 1989 that was his first encounter with the West.

Ukraine on Thursday denounced an agreement transferring to Russia its share of the Soviet foreign debt and accused Moscow of being unreasonable in dividing up Soviet assets abroad.

WORLD STOCK MARKETS

Table listing world stock markets including Hong Kong, Singapore, Paris, Madrid, Milan, London, and Sao Paulo.

Table listing world stock markets including Tokyo, Seoul, Osaka, and other Asian markets.

Table listing world stock markets including Frankfurt, Zurich, and other European markets.

Table listing world stock markets including Sydney, Toronto, and other North American markets.

U.S. FUTURES

Table listing U.S. futures contracts including Wheat, Soybeans, and Corn.

Table listing U.S. futures contracts including Cattle, Hogs, and Pigs.

U.S. FUTURES (Continued)

Table listing U.S. futures contracts including Oil, Natural Gas, and Gold.

Table listing U.S. futures contracts including Livestock and other commodities.

U.S. FUTURES (Continued)

Table listing U.S. futures contracts including Financial and other derivatives.

Table listing U.S. futures contracts including various financial instruments.

U.S. FUTURES (Continued)

Table listing U.S. futures contracts including various financial instruments.

Table listing U.S. futures contracts including various financial instruments.

U.S. FUTURES (Continued)

Table listing U.S. futures contracts including various financial instruments.

Table listing U.S. futures contracts including various financial instruments.

Large advertisement for NASDAQ with various financial data and company information.



EUROPE

ASIA/PACIFIC

Indosuez Sells Its Paris Office

Agence France-Press
PARIS — Banque Indosuez, the troubled banking unit of Compagnie de Suez, has concluded an arrangement to sell and lease back its Paris headquarters in a move that analysts said would generate enough capital gains to veil what would have been bad financial results for the year.

The bank said in November that it expected second-half profit to be slightly higher than the 81 million francs (\$14.7 million) it reported in first half. But it is known to be under heavy pressure because of doubtful property loans and the moribund real estate market in France.

A spokesman for Banque Indosuez said Thursday that the sale of the headquarters building had been made for less than 600 million francs. He added that the deal would enable the bank to show a "comparable" capital gain because the company had owned the building for a long time.

The building was sold to three investment funds controlled by major banks, the spokesman said. These banks have no financial ties with the Suez group, however.

Under the deal, Banque Indosuez would be able to repurchase the building after 12 years; terms of that transaction were not specified, however.

Another Suez unit, Banque La Hénin, sold its headquarters to four investment funds in June and leased the building back in order to show a capital gain of 870 million francs.

Poland Pulling In Foreign Investors

WARSAW — The State Foreign Investment Agency announced Friday that foreign investment in Poland topped \$4 billion in 1992, or four times the 1991 level, with Italy becoming the country's single biggest economic partner.

Among companies investing more than \$100 million were Fiat SpA and the Lucchini group of Italy, International Paper Co. of the United States, along with Thomson SA and France Télécom.

Bogdan Chojna, president of the government agency, told the PAP press service that the figures referred to declared investments due to be implemented over the next few years.

Investor's Europe
Frankfurt DAX, London FTSE 100 Index, Paris CAC 40
Exchange Index Thursday Close Prev. Close % Change
Amsterdam CBS Trend Closed 106.30
Brussels Stock Index Closed 5,566.03
Frankfurt DAX Closed 1,545.05
Frankfurt FAZ Closed 602.30
Helsinki HEX Closed 629.00
London Financial Times 30 2,185.20 2,170.00 +0.68
London FTSE 100 2,946.50 2,832.50 +4.03
Madrid General Index 214.25 215.40 -0.53
Milan MIB 887.00 889.00 -0.11
Paris CAC 40 1,957.70 1,958.77 -0.05
Stockholm Affarsveckseln Closed 1,051.39
Vienna Stock Index Closed 348.45
Zurich SBS Closed 697.80

Very briefly:

- Fried. Krupp AG Hoesch-Krupp, the newly merged German steel group, said it might omit its 1992 dividend after pre-tax profits at the two component companies plunged in the nine months to Sept. 30: profit at Fried. Krupp fell 70 percent to 33 million Deutsche marks (\$20.4 million) and profit at Hoesch slid 20 percent to 69 million DM.
Czechoslovakia ceased to be a member of the International Monetary Fund when it broke in two on New Year's Day, and its IMF assets and liabilities will be shared by the two nations born from its dissolution.
Ireland lifted its remaining exchange controls and stressed that interest rate increases would be used as a weapon against speculators.
Israel's gross domestic product grew by 6.4 percent in 1992, due largely to increased tourism after the Gulf War; the country also introduced tax changes, including a cut in the standard VAT rate to 17 percent from 18 percent that will mean \$300 million in lost revenue.
Mitsui & Co., Mitsubishi Corp. and units of McDermott International Inc., Royal Dutch/Shell and Marathon Oil Co. announced the completion of a study that will lead to the development of the Pitun-Astokhskye and Lumskye oil and gas fields off Russia's Sakhalin Island.
Dubai's Chamber of Commerce & Industry expects the emirate's nonoil trade in 1992 to have grown by 33 percent to 63 billion dirhams (\$17.1 billion) because of new links with Central Asia and Eastern Europe.

Mitterrand Firm on Franc

PARIS — President François Mitterrand reiterated in a televised New Year's address that the government remained committed to maintaining the franc's parity against the Deutsche mark. He said Paris would "persevere with its policy of keeping a strong currency, the expression of a healthy economy rid of inflation." France would benefit from this policy, which has meant high interest rates, as German rates begin to fall, which Mr. Mitterrand said was becoming possible, and as the U.S. economy improves, he added.

Campbell Gains on Arnotts But New Court Test Looms

Compiled by Our Staff From Dispatches
SYDNEY — An Australian court has authorized Campbell Soup Co. of the United States to proceed with its takeover bid of Arnotts Ltd., but the cookie and cracker maker said it appealed the ruling, setting the stage for further court battles this month. The New South Wales Supreme Court ruled that Campbell was not bound by an agreement limiting the company's voting power on Arnotts' board of directors to 14.9 percent, irrespective of the number of shares it held. Campbell claimed that the agreement, reached in 1985 when the food giant helped Arnotts fend off

a possible takeover by the now-bankrupt Australian entrepreneur Alan Bond, had never been formalized and did not apply to the current takeover. The court ruled Thursday that "Campbell's interests are not bound by the agreement if they obtain in excess of 40 percent of Arnotts. Campbell holds 33 percent of the company and has bid 1.2 billion dollars (\$830 million), or 8.80 dollars a share, to take control with 51 percent. Arnotts shares are trading at about 9.20 dollars. Arnotts has rejected the offer, saying it is too low. Australia's Foreign Investment Review Board

has given Campbell approval to pursue the offer, as has Treasurer John Dawkins. Campbell's director of investor relations, Leonard Griehs, said that the court ruling "was accurate and what we've contended all along." Arnotts announced later, however, that it had lodged an appeal. Mr. Griehs added that Campbell representatives would meet soon with Arnotts' institutional shareholders, and added that the food company's offer was a "full and fair price." A lawyer for Campbell said the company would extend its offer to Jan. 28 from the current closing date of Jan. 12. (AFP, AP)

SEC Expected To Fine 4 Japan Brokers

TOKYO — The U.S. Securities and Exchange Commission, in an unprecedented move against Japanese financial institutions, is to fine the U.S. affiliates of the top four Japanese brokerages more than \$15 million for malpractice, a financial newspaper reported Thursday. Nihon Keizai Shimbun said Nomura Securities Co., Daiwa Securities Co., Nikko Securities Co. and Yamachi Securities Co. would be fined for using unlicensed brokers. It also said Nikko will be fined for lying to the SEC and for delaying revealing a loss of more than \$15 million on stock transactions. Daiwa has been found guilty of rigging at least one U.S. treasury bond auction in 1989 in collusion with Salomon Brothers Inc., the newspaper said. Nikko faces a fine of \$1 million. Daiwa \$300,000, Yamachi \$200,000 and Nomura \$50,000, it said.

ASEAN Trade Area Begins 15-Year Trek

SINGAPORE — The Association of South East Asian Nations formally put in motion Friday a project to create a free-trade area that is to be phased in over the next 15 years. The aim of the ASEAN effort is less ambitious: to gradually cut tariffs on trade between members in manufacturing and processed agricultural goods to a maximum of 5 percent by 2008. Critics say the ASEAN trade association offers too many exclusions and loopholes. Others complain that it is weakened by leaving out unprocessed farm products and the services sector. Still others say that the 15-year incubation period is too long. The deputy finance minister of Malaysia, Abdul Ghani bin Othman, has said that the single market in Europe posed a serious threat to the ASEAN Free Trade Area, as did the planned economic integration of the United States, Canada and Mexico in a North American Free Trade Area. The longstanding idea of an ASEAN Free Trade Area was revived in 1991 by a former prime minister of Thailand, Anand Panyarachon. ASEAN heads of government agreed at a summit meeting in Singapore last January to launch AFTA.

Investor's Asia
Hong Kong Hang Seng, Singapore Straits Times, Tokyo Nikkei 225
Exchange Index Thursday Close Prev. Close % Change
Hong Kong Hang Seng 5,972.26 5,467.69 +0.51
Singapore Straits Times 1,594.96 1,512.46 +0.79
Tokyo Nikkei 225 16,924.96
Korea (Incheon) Kospi 842.95 842.95 +0.03
Bangkok SET Closed 693.42
Sri Lanka Composite Stock Closed 678.44
Taipei Weighted Price Closed 3,377.06
Manila Composite Closed 1,256.22
Jakarta Stock Index Closed 274.33
New Zealand NZSE-40 1,593.84 1,585.50 +0.09
Brisbane All Ordinaries Closed 1,185.80

Very briefly:

- Singapore's economy grew by 5.6 percent in 1992, after a 6.7 percent rate in 1991, but will speed up again in 1993, Prime Minister Goh Chok Tong said.
Taiwan's Council of Labor Affairs said the government would allow more foreigners to work in Taiwan starting early this year to meet the growing demand of business; the council has set an import quota of 47,000 foreign workers for 68 industries.
Shenzhen's special economic zone is to set up China's first gold futures market, a Shenzhen government spokesman said.
Fujitsu Ltd. is to start selling personal computers compatible with those of International Business Machines Corp. in the spring, Nihon Keizai Shimbun reported; Fujitsu wants to reduce its production costs by using IBM components made in Southeast Asia.
Vietnam's State Committee for Cooperation and Investment said it had licensed 555 projects with a total registered capital of more than \$4.5 billion since a foreign investment code was promulgated five years ago; in 1992, nearly 200 projects with \$2 billion capital were licensed.
Yoshida Hong Kong Corp., a unit of the Japanese department store group Yodobashi International, reported that net profit had grown 54.9 percent to 16 million dollars (\$2.06 million) in the six months to Sept. 30, on an 18 percent increase in revenue to 994 million dollars. (AFP, AP)

Thais Seek Japan Role in Indochina Route

BANGKOK — Thailand will propose this month that Japan help build a new road and related infrastructure linking Thailand with Indochina, The Nation newspaper reported Friday. The proposal will be put to Prime Minister Kijichi Miyazawa when he visits Thailand Jan. 15-17, the paper said, quoting officials as saying the move would display support for a greater Japanese role in the region's development. Tokyo is very enthusiastic about the concept and it

wants to see it translated into a concrete proposal," said the deputy foreign minister, Surin Pitsuwan. Mr. Surin said an infrastructure network linking Cambodia, Laos and Vietnam with Thailand would help draw those three states into the international trade and investment system and would boost tourism. In Vietnam in December, Thailand's foreign minister, Prasong Soonsiri, had talks about the possibility of building a road from northeast Thailand through Laos to the Vietnamese port of Da Nang, The Nation said.

BOJ Bailing Out Taiheiyu Bank

TOKYO — The Bank of Japan has extended about 60 billion yen (\$480 million) in loans to Taiheiyu Bank, a second-tier Japanese bank beset by huge bad loans, a newspaper said Friday. Yomiuri Shimbun reported that the central bank loans, carrying interest equal to the official discount rate of 3.25 percent, followed loans of similar size to Taiheiyu from a group of four major commercial banks, Fuji, Tokai, Sanwa and Sakura. Taiheiyu Bank has been restructuring after incurring an estimated 60 billion yen in bad loans as a result of lending to real estate companies in the late 1980s.

NASDAQ Thursday's Prices

NASDAQ prices as of 4 p.m. New York time. This list compiled by the NYSE consists of the 1,000 most traded securities in terms of dollar value. It is updated twice a year.

Table with columns: High, Low, Stock, Div, Yld, PE, Bid, Offer, Low 4 P.M. Close. Lists various NASDAQ stocks and their prices.

Table with columns: Stock, Price, Change. Lists various stocks and their prices.

Table with columns: Stock, Price, Change. Lists various stocks and their prices.

Table with columns: Stock, Price, Change. Lists various stocks and their prices.

Table with columns: Stock, Price, Change. Lists various stocks and their prices.

Table with columns: Stock, Price, Change. Lists various stocks and their prices.

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# NYSE

**Thursday's Closing**  
Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press

High	Low	Open	Close
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Symbol	High	Low	Open	Close	Change
IBM	110	108	109	108	-1
Microsoft	42	41	41	41	0
Apple	55	54	54	54	0
Oracle	45	44	44	44	0
Sun	40	39	39	39	0
Unisys	28	27	27	27	0
Lucent	35	34	34	34	0
Intel	45	44	44	44	0
Northern Telecom	38	37	37	37	0
WorldCom	25	24	24	24	0
Qwest	22	21	21	21	0
Verizon	20	19	19	19	0
Sprint	18	17	17	17	0
AT&T	15	14	14	14	0
Telefonos	12	11	11	11	0

Symbol	High	Low	Open	Close	Change
Microsoft	42	41	41	41	0
IBM	110	108	109	108	-1
Alcoa	45	44	44	44	0
American Intl	35	34	34	34	0
Amgen	40	39	39	39	0
Amstar	30	29	29	29	0
American Intl	35	34	34	34	0
Amgen	40	39	39	39	0
Amstar	30	29	29	29	0

Symbol	High	Low	Open	Close	Change
Amgen	40	39	39	39	0
Amstar	30	29	29	29	0
American Intl	35	34	34	34	0
Amgen	40	39	39	39	0
Amstar	30	29	29	29	0
American Intl	35	34	34	34	0
Amgen	40	39	39	39	0
Amstar	30	29	29	29	0

Symbol	High	Low	Open	Close	Change
Amgen	40	39	39	39	0
Amstar	30	29	29	29	0
American Intl	35	34	34	34	0
Amgen	40	39	39	39	0
Amstar	30	29	29	29	0
American Intl	35	34	34	34	0
Amgen	40	39	39	39	0
Amstar	30	29	29	29	0

Symbol	High	Low	Open	Close	Change
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Amstar	30	29	29	29	0
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Amgen	40	39	39	39	0
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Amgen	40	39	39	39	0
Amstar	30	29	29	29	0
American Intl	35	34	34	34	0
Amgen	40	39	39	39	0
Amstar	30	29	29	29	0

Symbol	High	Low	Open	Close	Change
Amgen	40	39	39	39	0
Amstar	30	29	29	29	0
American Intl	35	34	34	34	0
Amgen	40	39	39	39	0
Amstar	30	29	29	29	0
American Intl	35	34	34	34	0
Amgen	40	39	39	39	0
Amstar	30	29	29	29	0

MARKET

AMEX

(Continued on next page)

NYSE High-Lows

NEW HIGHS 102			
Alcoa	45	44	44
American Intl	35	34	34
Amgen	40	39	39
Amstar	30	29	29
American Intl	35	34	34
Amgen	40	39	39
Amstar	30	29	29
American Intl	35	34	34
Amgen	40	39	39
Amstar	30	29	29
American Intl	35	34	34

AMEX High-Lows

NEW HIGHS 29			
Amgen	40	39	39
Amstar	30	29	29
American Intl	35	34	34
Amgen	40	39	39
Amstar	30	29	29
American Intl	35	34	34

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MONEY

FIRST COLUMN Strategies And Virtues Of Saving

THE annual orgy of retrospection has been somewhat prolonged this year because of the calendar. Thanks to New Year's Eve falling on a Thursday, 1993 will be four days old before most people's working year gets underway.

Intelligent Guesses for New Year



Europe's Troubles

Paul Horne, international economist, Smith Barney, Harris Upham & Co., Paris: The German mark-French franc link will be suspended. The franc will devalue by 12 percent, and then appreciate against the DM by 15 percent.

If you're really looking for something plausible but unlikely: There is a European economic recovery. Luxembourg resolves GATT battle between the U.S. and EC by offering to set aside 100 percent of its national agricultural output.

I have a whole scenario about the United States. I think it's got 10 years to go, and then it will clearly become a Third World nation. I think it is just destined.

Jerry Evans, U.K. Strategist, County NatWest Securities, London: The U.K. could re-enter the ERM, which would bring a huge eruption to the U.K. market.

Robert A. Brusca, head of economic research at Nikko Securities Co. International, New York: The American economy will expand moderately, at a rate of 1 percent to perhaps 2.5 percent, in the first half of the year.

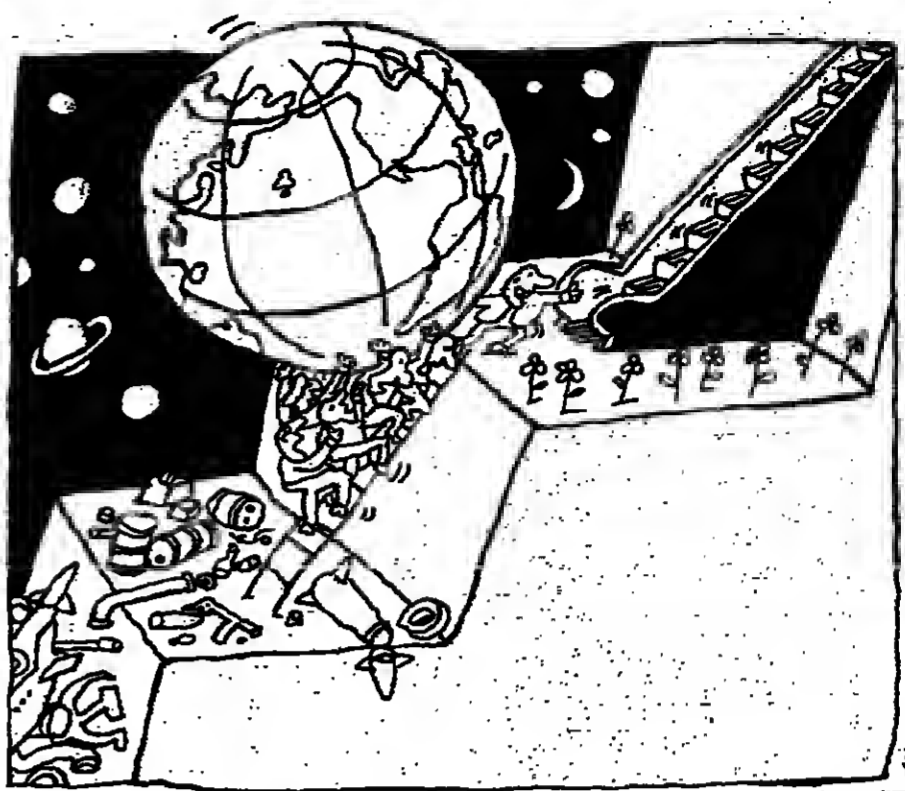
Adrian Carr, fixed income market strategist, J.P. Morgan, London: Investors should diversify their bond portfolios just in case the Bundesbank buckles under intense economic and political pressure.

William Donoghue, editor, Donoghue's Money Letter: In the next 60 days, over \$1 trillion in call deposits are maturing in U.S. banks.



Clinton's America

John Wakely, brewer and distiller industry analyst, Lehman Bros., London: China and India could legalize imports of distilled spirits from the West.



March 1993

also, of course, provide a significant boon to the industry.

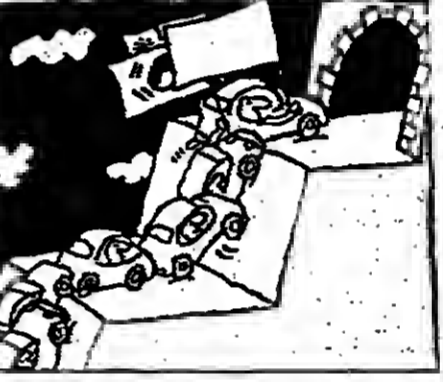
go up, and you'd see commodity prices rise as well, so you'd get inflation shock from the general price rise and the increase in interest rates would derail the U.S. economy.

William Arak, partner, Marathon Asset Management, London:

Thomas Neisse, head of equity research, Deutsche Bank Securities, Frankfurt:

Most investors don't realize how much political risk major corporations are taking when they pump cash flow made in mature countries into the Third World.

It may happen that the worldwide economy turns out to be in much worse shape than anyone can now imagine.



Marc Faber, Marc Faber Ltd., Hong Kong: Inflation around the world will increase dramatically and the price of silver will double.

Robert Clarkson, director, Scottish Mutual Insurance, Glasgow:

Off the Record — What Some Said, But Wouldn't Be Quoted as Saying

There could be a series of structural problems in the Japanese system: a change in psychology as a country that thought it could never experience a Western type of recession heads into recession.

Fiat will announce that it is withdrawing from auto production to concentrate on a more profitable line of business.

Alan Levenson, financial economist at Weft Group in Bala Cynwyd, Pennsylvania:

KGB documents come to light revealing that the European Common Market originated as a plot to detach Western Europe from the United States.

Jacques Delors will be appointed first emperor in Western Europe since Napoleon.

Compiled by Tony Shale in Hong Kong, Philip Crawford, Katherine Burton, Mitchell Martin and Martin Baker in Paris, Judith Rehak in New York and Aline Sullivan in London.



In Forecasting, Chaos May Be in Order

By Martin Baker

READERS beware. Surrounding this article is a selection of some of the more interesting things that experts said last year about what might just happen this year.

of what happens next. One of the reasons chaos theory is popular is that it is inherently attractive, when compared to the consensus view.

Consider what happens when the consensus view is correct. The market takes account of all the known factors about a company or an economy and fixes its prices accordingly.

A Single European Market for Insurance Shoppers? Not on Your Life

By Barbara Wall

CROSS-border economic and political cooperation has not been Europe's strong point recently as the GATT talks and Maastricht have clearly demonstrated.

Although recently approved directives allow every European citizen to buy the same insurance product by mid-1994, there remains some skepticism over the practicality of these initiatives.

Table with 2 columns: Country and Annual premium for one-year term insurance for a 35 year-old man. Sum insured ECU 72,500.

An Uncommon Market

Table with 4 columns: Insurer, Sum Insured £100,000 (smoker, non-smoker), Sum Insured £250,000 (smoker, non-smoker).

loading of 25 percent on non-sterling contracts due to the currency risk over 10 years.

Advertisement for No. 1 OFFSHORE COMPANY SPECIALISTS, listing various services and contact information.

In reality, the single market is unlikely to alter the status quo for many years to come. Opportunities for cross-border life insurance sales do exist, but there are a number of problems to overcome.

about sums up the situation. While German and U.K. nationals have been permitted to buy insurance from foreign insurers for some time now, the legality of, say, an Italian or French national buying insurance from a British, German or Dutch company is not altogether clear.

More to the point, few insurers are willing to offer coverage to non-resident foreigners. Why? It seems that most are waiting for the 1994 deadline for implementation of the later directives.

This practice will not benefit customers who want to shop on a pan-European basis. So far, the subsidiaries have adapted their product range and premium levels to host country conditions.

Several British insurers, including Norwich Union, offer just sterling-denominated contracts to non-residents, but these companies may insist that nonresident customers have a U.K. bank account.

The Dutch insurer Nationale Nederlanden does not actively seek business from nonresidents, but it claims to offer a translation service in several languages, including English and German.

At first glance, Allianz appears to be the most expensive of the bunch. A spokesman for the group explained that German term insurance contracts are written on a with-profits basis; consequently, policyholders should receive part of the premium back as a dividend.

Both Allianz and Nationale Nederlanden do not discriminate between smokers and nonsmokers, worth bearing in mind if you are addicted to the weed. Moreover, there is no foreign currency surcharge on these contracts.

At the end of the day, shopping around is not going to be a big thing unless insurers change direction and start showing an interest in this market.

What we can expect is a leveling out of product range and prices, said David Hughes of BIBA, a British insurance industry association.

Car Policies Stay at Home

CAR insurance is likely to remain the most parochial sector of the European insurance industry. As David Hughes of BIBA pointed out, "For car insurance, at least, it's impractical to cross borders."

Another theory is that insurance companies have neither the time nor the inclination to entertain enquiries from nonresidents. A spokesman for Allianz, the giant German insurer, commented, "The market is too small to be profitable at present. Most insurers are primarily interested in establishing a presence in other European countries, either through a merger or by setting up a foreign subsidiary."

THE MONEY REPORT

Mutual Funds Wait at the Borders

By Rupert Bruce

EUROPEAN investors who expect the dismantling of trade barriers to be accompanied by a swift influx of new and, perhaps, more competitive mutual funds should think again.

While the European Community's Single Market officially arrived with the New Year, the directive known as the Undertaking for Collective Investments in Transferable Securities (UCITS, for short), which allows cross-border marketing of European mutual funds, has been in place since 1985.

Indeed, such is the disillusion that many seem scarcely aware that their marketplace will shortly be extended to the countries of the European Free Trade Association (Sweden, Liechtenstein, Austria, Norway, Finland and Iceland).

The Swiss delayed the implementation of this when they rejected the trade accord at their referendum on Dec. 6. Now the EFTA countries have a deadline of July 1, 1993, rather than Jan. 1.

REG Cremen, European business manager at Fidelity Investments, and as such an American working for a European mutual fund company with American parentage, thinks that Europe's mutual fund companies have failed to take into account national differences.

He believes that British mutual fund companies have made the most effort to penetrate other European marketplaces. But he thinks their approach has been simplistic and arrogant. He said: "They go to them with equity-style products and say to them, you were silly to invest this way for the last 50 many years. With equities you would have made much more."

National preferences vary widely throughout Europe. While the Germans are keen bond investors, the French prefer cash funds and the British have traditionally opted for the mixture of high reward and high risk offered by equities.

One British house, Baring International Fund Managers (France), had planned to market quite a wide range of equity funds to the French from its Paris office, but has found there is little appetite for its more specialist funds.

Julian Rameau, managing director, said: "French investors are not terribly interested in the U.K. market and they are even less interested since what they see as the devaluation of the pound."

The British, in particular, are said to do little to try to overcome investors' preference for their countrymen's investment products. "The British mutual fund industry has shied itself in the foot by not adopting," said Ms. Rameau. "They have not been looking to adapt to what the European market wants; particularly in terms of structure."

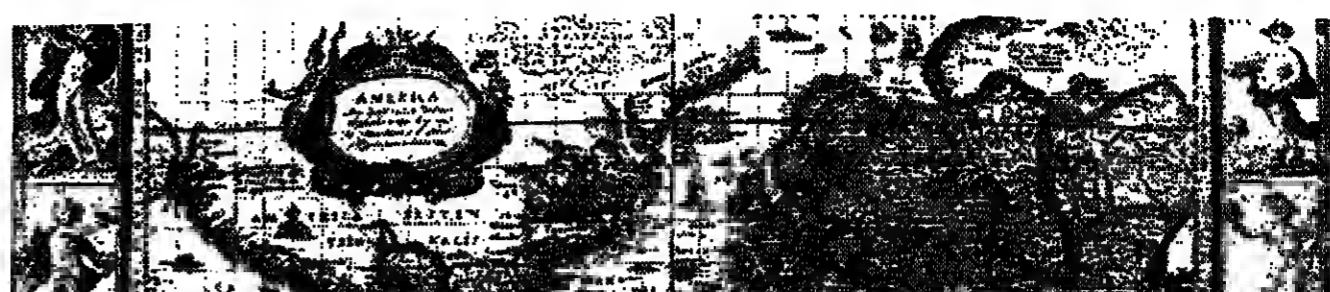
BRITISH mutual funds typically quote two prices at any one time. One is the price at which a mutual fund unit can be bought and the other, lower price, the one at which a unit can be sold. In most of the rest of Europe there is a single price for both buying and selling.

The dual pricing system in the U.K. is perceived as a cheat because they (Continental European investors) say you publish a 5 per cent load [front-end charge] but I can see that the spread between bid and offer [the selling and buying price] is greater," said Ms. Rameau. "I can see why this is, and that the U.K. charging system is much the clearest in Europe, but they do not see it that way."

Cultural differences aside, mutual fund companies face distribution problems in seeking to penetrate what may prove to be the most promising markets: France and Germany. The large domestic banks dominate the markets in these countries, making it difficult for foreigners to break in.

Foreign companies are left to try to distribute through relatively small firms of independent brokers, private banks, regional banks, lawyers or accountants, or to go through the costly process of setting up their own sales force.

But Diana Mackay, editor of the European Fund Industry Directory, says it is difficult to adequately reward third parties. The bond and cash funds, which the Germans and French favor, do not typically carry high initial charges from which to pay commissions.



Charting the Waters of Map Collecting

By Judith Rehak

WE live in turbulent times. The wars, revolutions and political upheaval of recent years mean that the map of the world is, literally, constantly changing. But charts of a divided Germany or a prewar Yugoslavia may one day have more than a historical interest, to judge from the burgeoning financial importance of map collecting.

Most of the interest in the venerable art of cartography has been spurred in the United States during the past year by the 500th anniversary of Columbus's voyage to the New World, and several splendid exhibitions. Joan Blaeu's Great Atlas of 1662, an example of some of the most beautiful and accurate maps of the period, is a centerpiece of an exhibit at the New York City Public Library running through Jan. 8.

Moreover, in contrast to the high prices of other areas of the art market, maps still remain affordable. "People are often surprised at the very fine things that can be bought from \$500 to \$5,000," notes Mr. Augustyn. For example, a 1661 celestial chart by the Dutch cartographer Cellarius, which he recently sold for \$4,800, displays vividly the aesthetic glories of antique maps.

Maps also fascinate because they convey important historical and scientific events. Church-approved maps published in 1661 show the Earth at the center of the universe, while other versions, inspired by Copernicus's revision of the solar system and the growing use of the telescope, place the sun at the center.

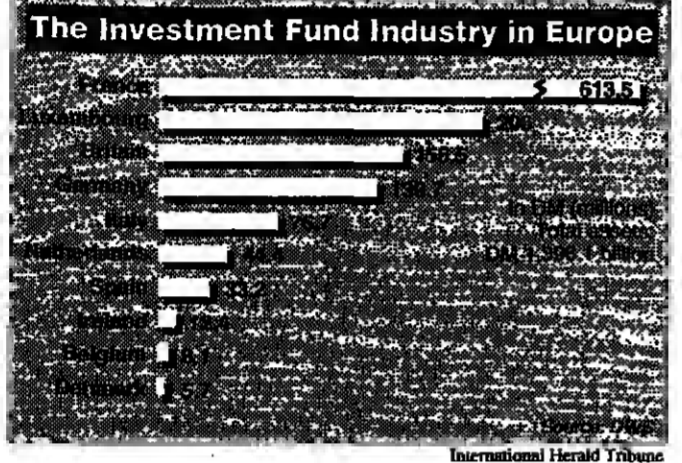
The range of antique maps is so wide that it can be difficult for a novice collector to know where to start. The best way? "Pick a category. It gives you a focus," advises Philip Curtis, manager of The Map Shop in London, which stocks 15,000 maps dating from 1488 to the end of the 19th century. A popular choice for his American customers, who like the cachet of buying a map in London, is his home state. "You can get a hand-colored map of a U.S. state around 1855 by Joseph Colton, an American cartographer, starting at \$30 [\$46]," notes Mr. Curtis.

Decorative maps of the world are always in vogue, particularly those of the 17th century, the height of the Golden Age of cartography, when Dutch engravers like Willem Blaeu and Abraham Ortelius combined their country's international outlook and their talents to produce masterworks.

nians just love it," says Miss Servin of the Argosy gallery.

What should beginners beware of? Mr. Augustyn says that occasionally someone will tell him that they have bought a map at a bargain price, only to discover that it is a reproduction. To avoid such mistakes, buy from map specialists, be advised, and study their catalogues, which are mines of information, describing and authenticating maps. "Don't buy maps in general antique stores," he warns.

Occasionally, though, a treasure is uncovered in some serendipitous fashion. Mr. Curtis tells of a builder who came to see him with a map rolled up in a length of plumbing pipe. "He had found it in the wall of a house in Greenwich, and it turned out to be a manuscript survey of the royal palace of Greenwich and its grounds done by the royal surveyor to Charles II. It was the finest I've ever seen and worth several thousand pounds," said Mr. Curtis. "But he had no interest in selling it. He did say that he'd have it properly framed though."



INTERNATIONAL FUNDS

Dec. 31, 1992

Notations supplied by funds listed. Notations in parentheses are supplied by the funds listed with the exception of those notes based on issue prices.

The marginal symbols indicate frequency of quotations supplied: (d) - daily; (w) - weekly; (bi-monthly) - bi-monthly; (m) - monthly.

Table of international funds including ABC INVESTMENT & SERVICES CO (E.C.), A&A INVESTMENT SERVICES, and various European and global equity and bond funds.

Table of international funds including A&A INVESTMENT SERVICES, A&A INVESTMENT SERVICES, and various European and global equity and bond funds.

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Table of international funds including A&A INVESTMENT SERVICES, A&A INVESTMENT SERVICES, and various European and global equity and bond funds.



SPORTS FOOTBALL

Notre Dame Crushes Texas A&M, 28-3, In Cotton Bowl Game

Tennessee Wins Hall of Fame

The Associated Press TAMPA, Florida — Heath Shuler ran for two touchdowns and threw for two more Friday as No. 17-ranked Tennessee launched the Phillip Fulmer era with a 38-23 victory over No. 16 Boston College in the Hall of Fame Bowl.

Giants of the National Football League. The Eagles fell behind, 14-0, in the first 10 minutes of the game and never recovered. Gleason Foley threw two touchdown passes to Pete Mitchell, covering 12 and 17 yards, and Darnell Campbell scored on a 7-yard run.



Notre Dame's Rick Mirer, being sacked by Erle England, threw two touchdown passes against A&M.

Bettis Scores 3 TDs in Leading the Irish

The Associated Press DALLAS — The new year didn't begin any better than the old one ended for Texas A&M. Playing without suspended Greg Hill, its top rusher, Texas A&M lost its bid for a perfect season Friday as Notre Dame prevailed, 28-3, in the Cotton Bowl. Fullback Jerome Bettis scored three times, and Rick Mirer and the fifth-ranked Irish's improving defense destroyed the Aggies' hopes of being the third team with a 13-0 season — even though that probably would not have gotten them a national title.

second half. Mirer's 11-yard run also set up a 1-yard touchdown run by Bettis late in the third period. Bettis scored again on a 4-yard run late in the fourth period. Mirer rushed 13 times for 55 yards and hit eight of 17 passes for 119 yards. Bettis rushed 20 times for 75 yards and Brooks carried 22 times for 115 yards.

the fullback in stride for the score. Notre Dame's third touchdown came after Demetrius DuBose recovered a fumble by Pullig on the Aggies' 12. Mirer swept left end for 11 yards, then Bettis bulled across for the score against A&M's highly touted "Wrecking Crew" defense.

The Volunteers (9-3) finished with four victories under Fulmer, although Friday's game was the coach's first since succeeding Johnny Majors, who was forced out after 16 seasons at Tennessee.

Ball control was one of Coughlin's biggest concerns by the game. He figured Boston College needed to control the clock to have a chance to win. The Eagles did that early, holding the ball for more than 11 minutes of the opening quarter, yet still found themselves trailing by two touchdowns.



Georgia Bulldogs players on the field during the Citrus Bowl.

Georgia Prevails in the Citrus Bowl

The Associated Press ORLANDO, Florida — Garrison Hearst ran for 163 yards and two touchdowns Friday as Georgia completed its first 10-victory season since 1983 with a 21-14 victory over Ohio State in the Citrus Bowl.

Cooper. But they had chances in the fourth quarter. The Buckeyes used Robert Smith's 45-yard run on a screen pass to reach the Bulldogs 15 early in the fourth quarter, but three plays later Kirk Herbstreit and Jeff Colman collided on a handoff, causing a fumble that Georgia's Travis Jones recovered.

drive after forcing the Buckeyes to punt on their first possession. The Bulldogs went 80 yards in 14 plays — their most in a scoring drive this season — to take a 7-0 lead when Hearst ran left for a score with 6:48 left in the opening period.

Labor Talks Back to Judge

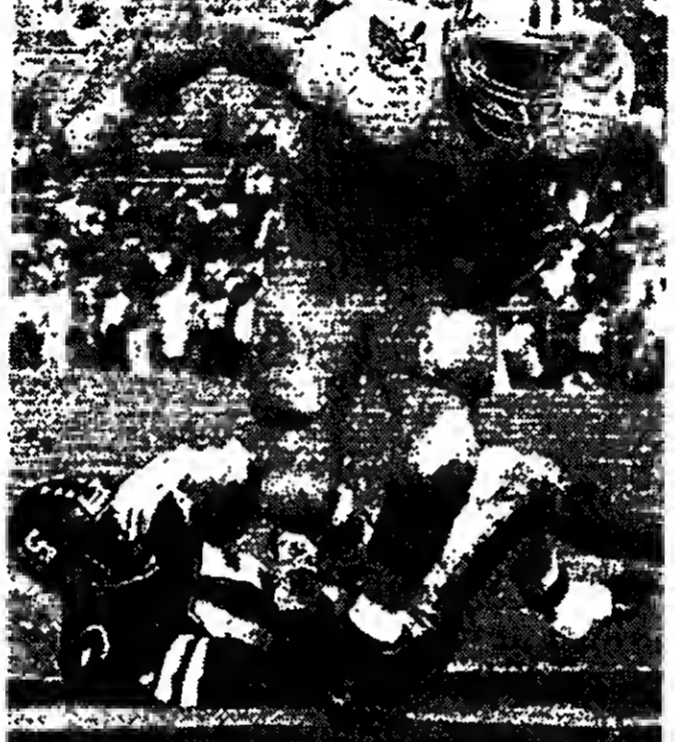
New York Times Service NEW YORK — U.S. District Judge David Doty has asked representatives of the National Football League's owners and its players to meet with him Tuesday in Minneapolis in an attempt to settle the differences that have kept them from reaching a new labor agreement.

Point Is, Redskins Lack Enough to Beat Vikings

New York Times Service REDSKINS (9-7) AT VIKINGS (11-5) Key stat: Redskins' offense averaged 30.3 points per game last season and only 18.7 this season; Vikings have six-game losing streak to Washington including 15-13 loss in Week 8 in Minnesota.

NFL MATCHUPS

CHIEFS (9-7) AT CHARGERS (11-5) Key stat: Chiefs rank 23d in rushing offense and led the league in turnover differential at plus 18; Chargers have won 11 of 12, rank 2d vs. the run and have lost six straight to Kansas City.



End Vince Ferris ran over Lamont Scates for an Oregon touchdown, but Wake Forest rallied to win the Independence Bowl.

Blockbuster Bowl Goes to Stanford

United Press International MIAMI — Steve Stenstrom threw two touchdowns and Stanford turned in a strong defensive showing Friday to crush Penn State, 24-3, in the Blockbuster Bowl and make the Cardinals' first New Year's Day bowl game in 21 years a success.

finished 10-3 in its first 10-victory season since going 10-0 in 1940. Penn State finished 7-5.

Stanford boosted its lead to 14-3 on J.J. Lasky's 5-yard TD run with 2:48 left in the half. Fullback Ellery Roberts set up the score with a 35-yard run.

SIDELINES

Jordan's the Toast of France, Too

PARIS (Reuters) — The French sports newspaper L'Equipe has picked National Basketball Association star Michael Jordan as its 1992 Champion of Champions.

Schwartz Asks for Delay in Hearings

CINCINNATI (AP) — The Cincinnati Reds' owner, Marge Schott, has asked major league baseball to give her until Jan. 25 to respond to preliminary findings in the investigation of alleged racial slurs, her lawyer said.

Florida Smothers North Carolina in Gator Bowl

The Associated Press SHANE MATTHEWS threw two touchdowns and Eric Rietz ran for 182 yards as Florida beat No. 12 North Carolina State, 27-10, in a Gator Bowl game played in heavy fog.

and lost a bowl game for the second straight year. Matthews completed 19 of 38 passes for 247 yards and finished his career with a 4-0 mark in the Gator Bowl stadium.

Carter, Pickens Top Rookies

The Associated Press NEW YORK — Dale Carter, continuing a tradition of excellence in the Kansas City secondary, has been chosen as the 1992 defensive rookie of the year in the National Football League.

and cornerback Terrell Buckley, Green Bay, 1. Another Tennessee alumnus, Carl Pickens, a receiver and kick returner for the Cincinnati Bengals, won the offensive rookie of the year award.

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For the Record

Lynn Jennings, the world cross country champion, underwent an emergency appendectomy in Durham, England, where the U.S. runner was to compete Saturday against Olympic gold medalist Derartu Tulu of Ethiopia.

Quotable

Marty Steele, the general manager, on the nickname of the new minor league baseball team in Hickory, North Carolina: "Crowdads are fighters. They've been known to lose a limb in battle and continue to fight."

TO OUR READERS IN BUDAPEST

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ESORTS & GUIDES INTERNATIONAL CLASSIFIED (Continued From Page 23)

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DAVE BARRY

Live on Larry King

MIAMI — By the time I saw Larry King interview the snake, my brain was a whirring wad of useless tissue. I had been on a book promotion tour for several weeks, following the standard book tour schedule, which is designed by publicity experts who do not believe in letting you fritter away valuable time on nonpromotional activities such as eating and sleeping. I'd be in, say, Seattle, and I'd ask, "Do you think I could go to the bathroom?" And the publicity people would frown at the schedule and say, "Not today. Maybe in Los Angeles."

Career Slides for a Valve Trombonist

By Mike Zwerin International Herald Tribune

PARIS — The world's greatest valve trombone player did not want to wind up at the age of 80 in a rocking chair on his porch in the suburbs of New York City nostalgic for youthful glory. Opportunity was knocking. It was January, 1991, he was 61. He had been commissioned to write music for "Gott in Wuppertal," an opera with a libretto based on Liza Kristwald's book about church/state collusion in Germany during the Industrial Revolution. And it looked as though his proposal for a "post-graduate" program called World School for New Jazz was finally about to be launched, in tandem with the Rotterdam Conservatory of Music.



Bob Brookmeyer: "New doors are opening for me all the time."

band. It was like house arrest, he was held hostage by the phone and the fax. There was no time to go anywhere else, to think about anything else. Although the project was within \$200,000 of the target endowment, he was wasting fighting bureaucratic sclerosis and resentment. The world of music education was obviously content with the status quo. He had been naive to expect otherwise. Teachers with tenure and even students felt threatened by his evolutionary innovations. He resigned in June.

PEOPLE

Not the Michael Jackson We Knew Back Then

That kid singing "I'll Be There" in an upcoming Pepsi commercial won't be the young Michael Jackson. He's not even black, the New York Post says. Plans to use old footage of Jackson were scrapped at least in part because the pictures would make Jackson's plastic surgery and skin-bleaching too obvious, the Post said. Jackson approved a young black boy to play him, then changed his mind and cast a white boy, with an Afro wig and skin darkened through video colorizing, the Post said.

WEATHER

Weather forecast section including temperature tables for Europe, Asia, North America, and Latin America, along with a map of the United States and a legend for weather symbols.

BOOKS

EAST OF THE SUN: The Epic Conquest and Tragic History of Siberia. By Benson Bobrick. 342 pages. \$28. Posenidon. Reviewed by Jane E. Good. SIBERIA. To Americans, the word commonly evokes an expanse of frozen tundra and steppe mottled with desolate towns and sinister labor camps, a frigid desert, peopled with Russia's luckless and forsaken.

Ho-Hum Couples

Crossword puzzle grid with clues for Across and Down. Clues include "French sculptor-painter" and "Hand warmers".

Solution to Puzzle of Dec. 26-27

Solution to the crossword puzzle from Dec 26-27, showing the filled-in grid.

Large advertisement for AT&T USA Direct Service, featuring the slogan "Speed up the approval process." and a list of international access numbers for various countries.